



**CCR is hiring! We are looking for new team members to join our growing company!**

### **Sales Rep - New Accounts - Job Description (DACH region)**

Overview: **The Sales Rep - New Accounts** based in Switzerland, is responsible for qualifying and generating new leads and acquiring new customers thereby supporting the Regional Sales Director. You should be highly motivated, self-reliant, self-starter and able to identify new business perspectives from multiple sources, including inbound marketing leads, prospect list, research and networking as well as cold calling. A dynamic personality and the drive to reach decision makers are necessary! Ability to work with minimal supervision is required. Position reports to the Director of Operations and International Sales.

#### **Tasks:**

- Open up new business opportunities over the phone and mass communications, such as email and social media, to introduce call centers and related software along with speech solutions and identify suitable buyers within the target audience
- Tracking leads and research to identify potential prospects. Manage sales-pipeline for software license sales and professional services
- Conduct a needs analysis and identify vulnerabilities to determine the extent to which call centers and speech solutions meet their needs
- Identify key purchasing decision makers to determine budget and schedule
- Establish and maintain customer relationships by initiating communication and conducting follow-up communication to drive opportunities through the sales funnel
- Collaborate with the Director of Operations and Sales to further develop the sales pipeline to achieve a consistent monthly / quarterly / annual revenue target
- Manage data for new and potential customers in the company database and the customer's portfolio
- Create and analyze sales pipeline reports and dashboards, report to management on weekly bases

**Required experience and knowledge:**

- Bachelor's degree in economics, communications or telecommunications or comparable discipline
- Experience in the call center and / or telecommunications industry preferred
- At least 1-3 years' experience in Telemarketing and / or Inside Sales
- Proven ability to meet or exceed established sales and acquisition quota
- Proven track record of strong customer relationships
- Outstanding customer service skills
- Excellent written and oral knowledge in German and English. French is an advantage.
- Ability to travel in the region

**Technical experience**

- Good knowledge of MS Office (Excel, Word, MS Outlook, MS PowerPoint)
- Experience with Salesforce or other CRM software is an advantage

**What we offer**

- Option to work part-time or full-time
- Base Salary + commission
- Option to work from home-office
- A cell phone and a laptop computer
- 5 weeks/year paid vacation
- Flexible working hours

Interested? Send you application to [alimurat.gurcay@ccr.group](mailto:alimurat.gurcay@ccr.group)